



-THE KEY TO YOUR SUCCESS-

### Business Development Rep

Our client, a Highway Transportation company, is looking for a Business Development Rep to join their team in Fraser Valley, BC or Calgary, AB or Toronto, ON.

#### **Key Responsibilities:**

- Conduct Annual Business Reviews with customers
- Create & deliver sales presentations
- Manage Large Service Agreements

#### **Skills & Qualifications:**

- 5 years of business development experience in the transportation industry
- Experience with RFP process
- Experience with Differentiation & Pricing Strategies
- Experience with Contract Negotiations
- Proficient use of computers and Microsoft Office software (PowerPoint, Excel, Word)
- Experience Managing Large Service Agreements
- Possess a working knowledge of contract administration & management
- Work-Related travel experience